

Message Text

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PAGE 01 TOKYO 07652 280622Z

ACTION COME-00

INFO OCT-01 EA-12 ISO-00 EB-08 /021 W

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P 280611Z APR 78

FM AMEMBASSY TOKYO

TO SECSTATE WASHDC PRIORITY 7498

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E.O. 11652: NA

TAGS: BEXP, JA

SUBJECT: GROUP TRAVEL: MFRS AND SUPPLIERS OF LAWN AND
GARDEN EQUIPMENT AND SUPPLIES

REF: STATE 106194

1. SUMMARY: EMBASSY WAS NOT CONTACTED BY LAWN AND GARDEN
GROUP IN ADVANCE OF MR. R. C. HUDSON'S DISCUSSIONS WITH
USDOC CONCERNING VISIT OF BUSINESS EXECUTIVES TO JAPAN.
HOWEVER, EMBASSY PLANS TO MEET WITH GROUP AND DISCUSS
MARKETING OBJECTIVES WITH THEM AS REQUESTED. END SUMMARY.

2. COMMERCIAL ATTACHE RECEIVED LETTER FROM MR. R. C.
HUDSON TWO DAYS AGO CITING "ARRANGEMENTS" EMBASSY HAD
SUPPOSEDLY MADE TO BRIEF VISITING GROUP OF LAWN AND GARDEN
BUSINESS EXECUTIVES. THIS IS FIRST WE HAD HEARD OF GROUP'S
VISIT, AND NEITHER COMMERCIAL ATTACHE NOR FSL LOCAL STAFF
MEMBER MENTIONED IN MR. HUDSON'S LETTER HAD BEEN CONSULTED
PREVIOUSLY.

3. WE DO, HOWEVER, PLAN TO MEET WITH GROUP AND LOCAL
ORGANIZER TO DISCUSS MARKETING OBJECTIVES AND OTHER
ACTIVITIES OF INTEREST. AT EMBASSY BEGINNING AT 10:00 A.M.
ON THURSDAY, MAY 4. WE HAVE BEEN IN TOUCH WITH MR. Y.
MINAMI, THE LOCAL ORGANIZER.

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PAGE 02 TOKYO 07652 280622Z

3. IN ADDITION TO DISCUSSING GROUP'S IMMEDIATE OBJECTIVES
FOR THIS TRIP, WE PLAN TO MAKE THEM AWARE OF APPA PROGRAM
ACTIVITIES AND OF JAPANESE FOREIGN BUYER GROUPS WHO TRAVEL
TO CHICAGO AREA REGULARLY. LOCAL ORGANIZER (MR. MINAMI)
FOR THIS GROUP IS MEMBER OF INSTITUTE FOR DISTRIBUTION
RESEARCH (IDR) WHICH IS OUR MAIN CONTACT POINT ON JAPANESE
SIDE FOR APPA. EMBASSY BELIEVES THIS VISIT WILL HAVE

POSITIVE RESULTS AND WE WELCOME CHANCE TO SPEAK WITH
GROUP, EVEN THOUGH SOME CONFUSION WAS EVIDENT IN ADVANCE
PLANNING FOR VISIT. SHERMAN

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